# MAKE YOUR FOUNTAIN PAY MORE PROFITS

*The Coca-Cola Company*

FOUNTAIN SALES DIVISION

# A GUIDE
## *for*
# THE CARE AND OPERATION OF SODA FOUNTAINS

*The registered trade-mark "Coca-Cola"*
*distinguishes the product of*
*The Coca-Cola Company.*

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*To Soda Fountain Operators:*

For years, The Coca-Cola Company, through its field organization, has attempted in many ways to be of assistance to you in operating your soda fountain department so that you could realize to the fullest extent your opportunity to make more friends for your store and more profit for your business.

You have found, over a period of years that representatives of this Company are not interested in selling you a "bill of goods." The glasses, scoops, chippers and spigots which you buy from your wholesaler are simply ways and means toward improving the *taste* of carbonated beverages. This Company can only hope to increase its business by first increasing yours.

And so we say, "Consult the Serviceman from The Coca-Cola Company freely. He may be able to assist you with merchandising and operating problems at your Soda Fountain—*your most profitable Department.*"

In the same spirit of helpfulness we present to you this guide for the care and operation of soda fountains.

This is not a manual nor a handbook. It makes no attempt to discuss menus or similar subjects. It does include, however, subjects of value to soda fountain operation, which, if applied to your business, will go a long way toward placing the soda fountain on the high plane of public acceptance which it deserves.

**The Coca-Cola Company,**
**Fountain Sales Division.**

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# THE IMPORTANCE OF THE FOUNTAIN DEPARTMENT

Department of Commerce and other surveys prove that the soda fountain is the most important department in the store. But have you ever stopped to consider the facts that make this statement true? Here are some of them:

1. The fountain brings in a large number of *customers,* many of whom make purchases in other departments. (In drug stores, 60% of the total customers buy at the soda fountain.)

2. The fountain produces a large *volume* of *sales.*

3. The fountain operates on a *low inventory* and a *high turnover*—it averages more than two turnovers each month.

4. The fountain makes a high *profit*—both gross and net.

Price is seldom the basis of competition at the soda fountain. Instead, at the fountain as at no other department, customers look for *cleanliness, quality, courtesy,* and *service.* This fact makes the fountain particularly responsive to promotional efforts based on these four fundamentals of good fountain operation.

As the fountain's importance to the store increases, the men and women who operate the fountain become increasingly important. This booklet is designed to be of help to them. Save it as a reference book—refer to it from time to time—and you will find that it contains many helpful suggestions.

# PROFIT ON FOUNTAIN PRODUCTS

The soda fountain department stands out among all other departments as a profit maker, yet frequently fountain operators do not take full advantage of its profit-making possibilities.

There are several important factors which determine the amount of profit your fountain makes. The problem of controlling the quantities of materials used is one of the most important. Standard formulas for all products should be established, and these formulas strictly followed. You can then determine what gross profit is made on each product and can place your merchandising efforts behind the most profitable drinks.

The fountain department is fortunate in that some of the items which are most profitable also attract the greatest number of customers. Among these is "Coca-Cola", which not only brings more customers into the store than any other product, but, what is more important, it brings them in at a profit.

It is not difficult to determine the profit which you make on various fountain products. As an example if you purchase "Coca-Cola" syrup in one-gallon quantities, you would figure your gross profit like this:

*Sales*
128 oz. per gallon
(Less 10% for overage)
128—13= 115 Drinks per gal.
115x5c = Gross Sales = .....$5.75

*Cost of Ingredients*
Syrup per gallon.....$1.85
Gas, Ice, Power & Water
at 14c per gal. of syrup..... .14
$1.99

$5.75 — $1.99 = $3.76 Gross Profit

Gross Profit ÷ Gross Sales = % of Gross Profit

$3.76 ÷ $5.75 = 65.4% Gross Profit

Your profit on other fountain items may be determined in the same manner. Find out what your most profitable fountain products are and feature them.

In the following pages you will find many suggestions that will be helpful to you in capitalizing on the profit-making possibilities that your soda fountain offers.

# A SCHEDULE FOR CLEANLINESS

A regular cleaning schedule is essential to good fountain operation. It will not only make work at your fountain easier, but will assure a clean, attractive, business-getting fountain at all times.

## *Follow a Cleaning Schedule*

Below is a suggested schedule which you will find helpful. You may find it necessary to make some changes to fit your own particular problems. However, you will find it a good basis on which to build a cleaning schedule for your fountain.

## A SCHEDULE FOR THE CARE OF YOUR FOUNTAIN

### EARLY MORNING

1. Check your supply of these items:
   1. $CO_2$ Gas. If pressure is standard (120 pounds) the supply is probably adequate for the day.
   2. Clean glasses, dishes, spoons, etc.
   3. Straws in jars, napkins, condiments, etc.
   4. Clean aprons and towels.
2. Test the temperature of the carbonated water. It should register below 38° F.
3. Check the ice formation in the cooler box and make any adjustments necessary.
4. Wash with soap and water:
   1. Counter slab and base.
   2. Work board, drain board and cabinet tops.
   3. Backbar counter slab.
   4. Drip plates.
   5. Tables, booths, chairs, stools.
5. Fill and replace the chocolate jar.
6. Fill and replace the milk container and pump.
7. Arrange for supply of chipped ice.
8. Clean and arrange supplies for the day in Dry Cold and Storage Compartment.
9. Ice fountain Dispenser.

### CLOSING

1. Check contents of syrup jars, washing and refilling all which do not contain an adequate supply for the next day.
2. Remove chocolate syrup from jar and place on ice. Wash jar and pump but do not refill until the next morning.
3. Remove milk and put on ice. Wash and scald pump and can and place on counter to air.
4. Wipe off pump and fruit jar tops with towel dipped in hot water.
5. Wash and polish silverware. Be sure all silverware is wiped thoroughly dry.
6. Scour refuse chute, glass rinser and disher vats.
7. Clean floor and floor rack behind fountain. Set floor racks in open to dry.
8. Clean fountain Dispenser outlet nozzle.
9. Fill fountain Dispenser with syrup.

### TWICE-A-WEEK

1. Remove and clean draft arm nozzles.
2. Wash and polish backbar mirror and woodwork.

### WEEKLY

1. Drain water from cooler box. Thoroughly clean, removing all slime and sediment from cooling coils, side walls and bottom. In mechanical fountains, it is usually necessary to clean the cooler box every two weeks.
2. Remove cabinet tops and scour underside with soap and water.
3. Defrost ice cream cabinets using a spatula or ice cream spade.
4. Clean dry cold and storage compartments with soda and warm water.
5. Remove syrup jars and clean syrup jar enclosure with towel dipped in soapy hot water. Rinse with cold water.
6. Cleanse syrup pumps by pumping hot soapy water through them—rinse and thoroughly dry.
7. Polish all silverware with silver polish.
8. Clean fountain Dispenser.

### MONTHLY

1. Disassemble and clean all syrup pumps.
2. Oil carbonator and check for leaks.

### YEARLY

1. Wash carbonator.

# CLEAN SPARKLING GLASSES BUILD SALES

***Follow these steps for glasses with customer appeal***

**1st.** *Pre-rinse your glasses. This removes most of the soil.*

**2nd.** *Wash the glasses thoroughly in warm water using plenty of soap and a good stiff brush or cellulose sponge, and*

**3rd.** *Rinse each glass in running water and place it on the drainboard to dry.*

When the glass is dry it will be clean and sparkling—free from all grease and butterfat.

Soap is not only an excellent cleansing agent but its detergent qualities will remove most of the common bacteria.

# SPARKLING GLASSWARE PLEASES CUSTOMERS

**Adapt this procedure to your fountain and assure customer satisfaction.**

Whenever a delicious beverage is served, the public immediately associates with it the fact that the glassware should first be clean in appearance.

In the proper washing of glassware there can be only one objective, and that is a clean glass. A glass is either clean or it is dirty.

We are quite aware of the many different designs of washing drainboards and fully realize the futility of offering only one set of directions for the entire industry. Nevertheless, there are certain fundamental steps that should be followed, and as you read these recommendations through, allowances will have to be made for your own equipment.

## PRE-RINSING

If you have a pre-rinse device on your workboard, use it for rinsing every glass before it is placed in your washing solution. Through the use of this device, you will be able to rinse away the major portion of the soil and will permit better washing action to take place. In addition, the appearance of your wash water will be considerably more pleasant. A thick layer of soap suds is more appealing than an unpleasant solution of soiled dissipated washing solution.

## WASHING

In the proper washing of glassware, the use of a brush or sponge is necessary.

Use plenty of soap or washing compound with warm water, and be sure to wash both the inside and outside of the glassware. Very often, if a glass is only washed on the inside, there will build up on the outside dried food particles that are distinctly unpleasant to a customer.

Change your water frequently, so that you always have a good fresh cleaning solution available.

## CHLORINE COMPOUNDS

If the proper advantages are going to be obtained in the disinfection of glassware, the glassware should, after it is washed, be immersed in a required chlorine solution (see your local Department of Public Health). After this immersion, the glasses should be rinsed in clear running water to eliminate any chlorine odor being carried into the beverage.

In case there is only a 2-compartment sink available, the chlorine compound might be added to your washing solution and the glassware given a final rinse of clear water.

## CHLORINE COMPOUNDS—Cont'd

In order to maintain the desired strength when the chlorine compound is added to the wash water, allowance will have to be made for the rapid loss of strength that takes place when food soil comes in contact with the chlorine compound. When the chlorine compound is used in the washing water, a stronger solution is required. 1½ to 2 times the amount recommended for the rinse water should be sufficient.

There are available prepared chlorine compounds, some of which, in addition to containing chlorine, also possess cleaning properties and work either with or without soap.

If none of these trade-marked compounds are available in your community, you will doubtless be able to purchase locally some other chlorine compound that will do the job just as well.

Several chlorine compounds are—

| *Compound* | *Manufactured by* |
|---|---|
| Roccal | Alba Pharmaceutical Co., Inc.<br>80 Varick St., N. Y. C. |
| Steri-Chlor | J. B. Ford Company<br>Wyandotte, Mich. |
| Superkleen | The Liquid Carbonic Co.<br>Chicago, Ill. |
| Krystyl-Kleer | J. C. Paul & Company<br>Chicago, Ill. |
| Oakite Bactericide | Oakite Products, Inc.<br>22 Thames St., N. Y. C. |
| B-K Solution | General Laboratories, Inc.<br>1000 Widener Bldg., Phila., Pa. |

**Calgolac,** manufactured by Calgon, Inc., 300 Ross Street, Pittsburgh, Pa., has been found to be an excellent cleansing agent, particularly in localities where the water is hard.

## FINAL RINSING

It is very important after you have properly washed your glassware that it be thoroughly rinsed in plain water. Use either running water or water continually overflowing out of the rinse tank. If your rinse tank is not equipped to have a continuous overflow of fresh water, frequent changing of your rinse water will be necessary to eliminate too much carry-over of your washing solution and the odor and taste of chlorine.

Use plenty of rinse water. It is so inexpensive and yet so effective in completing the successful washing operation.

After the glasses have been thoroughly rinsed, place them in an inverted position on a corrugated drainboard or wire screen, so that air may circulate on the inside of the glass and eliminate any steaming or condensate from forming.

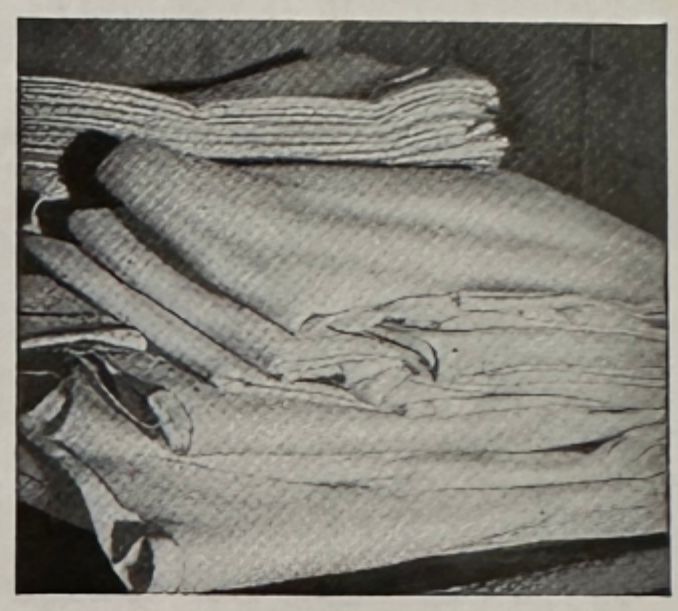
As you have the opportunity to serve the public, consideration should be demonstrated in a clean fountain and glassware, as each is a measure of the degree of your respect for their patronage.

# PERSONAL CLEANLINESS

The impression created in the customer's mind by a spotless fountain is easily marred by carelessness about personal cleanliness on the part of the fountain salespeople. The sight of a dirty apron, or a dirty towel, may easily ruin the good impression made on the customer by a bright sparkling fountain. So let's watch these things about our personal cleanliness.

**1.** *Use clean aprons, caps, jackets every day. Laundry is cheap in comparison to lost customers!*

**2.** *Keep plenty of clean towels on hand and use them freely. Dirty wet towels not only look bad, but frequently smell bad.*



**3.** *Keep well groomed with your hair combed and your clothing neat. Men should shave regularly and women should use cosmetics with tasteful restraint.*

**4.** *Watch those hands! Every customer sees them serve his food. Wash them frequently and keep the nails cleaned!*

# COURTEOUS SERVICE

Those little things you do when serving a customer often determine whether or not that customer will come back. They are tremendous trifles that are dynamite if you overlook them, but they can be business builders if you watch them closely. Here are some of them:

1. *Serve drinks inside the glass. Don't let them overflow, making the glass sticky and the counter wet.*

2. *Ask the customer with a friendly smile, "Your order, please?" Don't growl, "What's yours?"*

3. *Give each customer individual service and wait on him in turn. If you can't serve him immediately, say "I'll take your order in just a moment."*

4. *Treat all customers with the same consideration. Especially remember to be courteous to children. They not only bring their parents to the store that treats them right, but, too, they will be store customers some day.*

5. *In the case of a complaint, the customer is always right. Leave him satisfied!*

# CARE OF THE

## DAILY

Check Gas Supply.
Check to see that all elements—Gas, Water and Electricity—are turned on at all times.

## MONTHLY

Oil Carbonator.

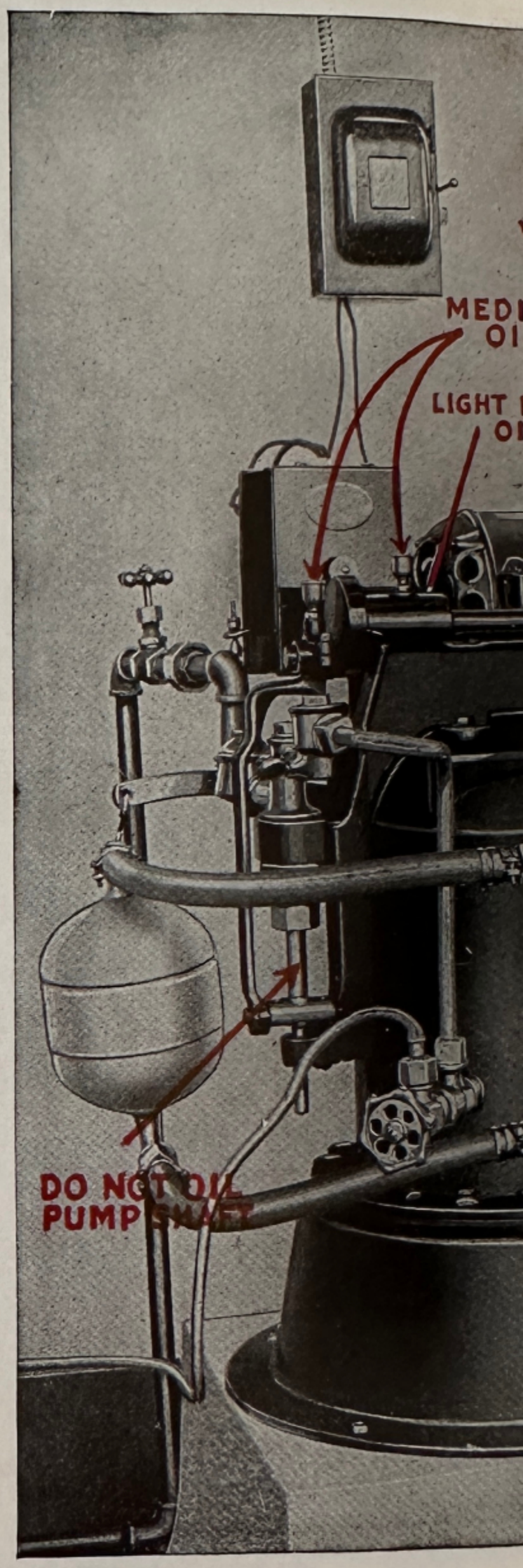
Spend fifteen minutes once a month, checking over your carbonator and system for leaks. The use of shaving soap and a brush is the best known method to discover leaks. If leaks are discovered, tighten connections and renew washers, if necessary.

## YEARLY

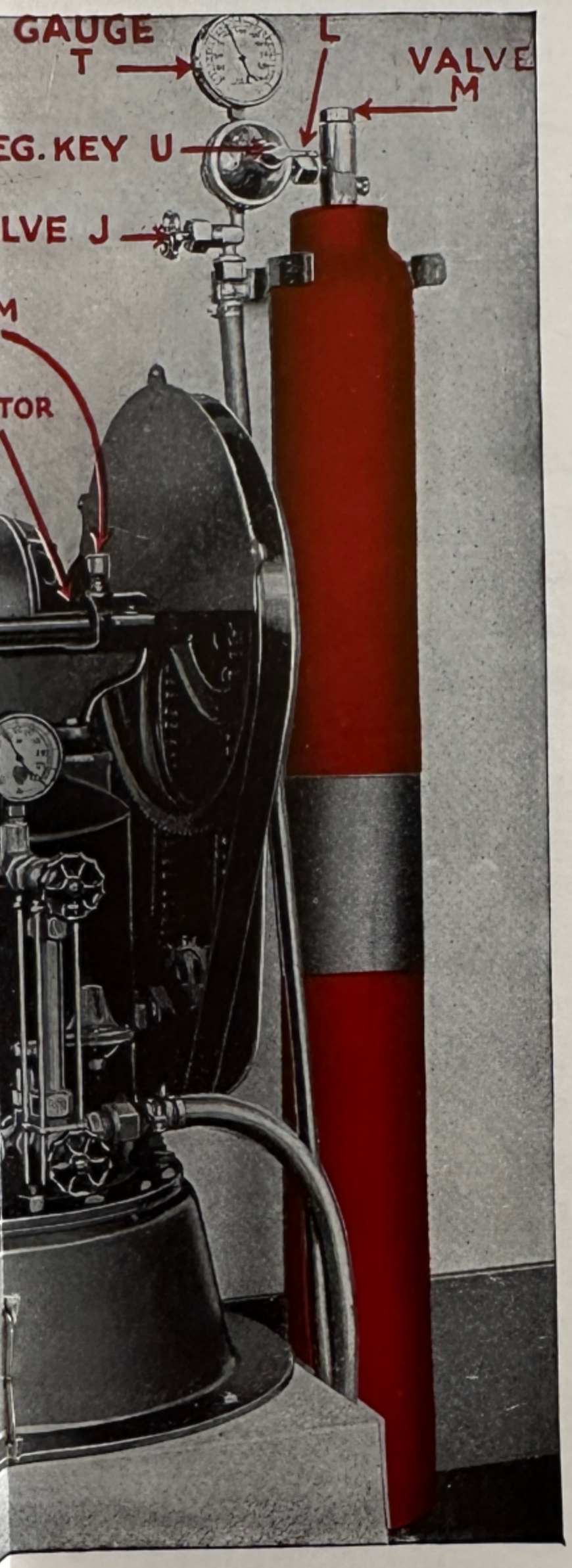
Wash Carbonator.

### HOW TO CHANGE GAS DRUM

1. Close valve at drum head. (M)
2. Close valve below regulator and gauge. (J)
3. Disconnect regulator from gas drum. (L)
4. Turn regulator key counter - clockwise until free. (U)
5. Have good fiber washer and connect main connection. (L)
6. Open drum head valve wide. (M)
7. Build pressure to desired level (120 pounds is standard) by slowly turning regulator key clockwise. (U)
8. Step gas into carbonator by slowly opening regulator outlet valve. (J)



# CARBONATOR




## CARBONATORS NEED WASHING ONCE EACH YEAR

### *Here's How—*

All carbonators are not alike. It is therefore impossible to give one set of directions that may be followed in detail in washing all carbonators. The general principles are the same, however, and it will not be difficult to clean any carbonator by slightly modifying the instructions given below.

1. Cut off gas at head of drum. Cut off city water and electricity at carbonator.
2. Empty the carbonator entirely by drawing water through draft arm at the fountain. Save some of this carbonated water in a bottle so service at your fountain will not be interrupted for lack of carbonated water while the carbonator is being cleaned.
3. Mix thoroughly a solution of bicarbonate soda (common baking soda) and warm water, using three pounds (5—10-oz. packages) of soda and enough water to fill carbonator. Most carbonators will hold four to five gallons of this solution.
4. With a short piece of hose and a funnel, pour the soda solution in carbonator at soda outlet connection to fountain at the body of carbonator, which must be disconnected for the purpose. Open air vent when pouring in solution. After solution is in, replace this connection and close air vent.
5. Turn on electricity and allow carbonator to operate for a few seconds, thus washing the inside of the carbonator. Cut off electricity.
6. Put sixty or seventy pounds of gas in carbonator and cut off gas again at drum. This will give sufficient pressure to force solution through pipe, coils and out draft arm. Draw off all of the solution through draft arm at fountain, with gas cut off at drum.
7. Turn on city water and electricity and allow pump to operate until the carbonator is about two-thirds full as shown on gauge glass. Cut off electricity and city water. Put sixty or seventy pounds of gas in carbonator and cut off gas. Draw off rinsing water at draft arm.
8. Turn on city water and electricity and feed gas slowly until proper operating pressure is registered. Let carbonator operate until it is automatically cut off.
9. After machine has been in operation for a few minutes, draw off a few glasses of carbonated water and see that taste and quality is O. K. If not, continue to rinse until all of the soda taste is gone and the water is clear and sparkling.

# HOW TO DISPENSE AND SERVE

**1.** Always use a *clean, thin* glass.

**2.** Use a full measure of syrup in the glass. The quantity of syrup in a glass of "Coca-Cola", for example, should be 1/6 of the maximum content of the glass. To always get this syrup throw, set your pump so that six strokes of the pump completely fill the glass.

**3.** Use a standard scoopful of finely chipped ice (not large lumps and not snow).

**4.** Open the draft arm for a second and allow the warm water standing there to drain out.

# A CARBONATED BEVERAGE

**5.** Hold the glass at an angle close up under the draft arm so that the water slides into the glass avoiding agitation.

▪

**6.** Fill the glass with carbonated water as cold as possible. It should always be *below* 38° in temperature.

▪

**7.** Stir with a spoon just enough to mix in the syrup. Don't over stir the drink because you will beat out the carbonation.

▪

**8.** Set the drink before the customer and don't forget to smile when you do it. A friendly smile pays big dividends.

▪

# SOME SERVICE ITEMS FOR

*These items may be purchased from the same wholesaler*

## THE STANDARD GLASS FOR "COCA-COLA"

If this glass becomes chipped on the rim from any cause whatsoever, it will be replaced free of cost, or the purchase price refunded, on its return from the dealer by whom it was originally purchased. Because all glassware is fragile, the guarantee, of course, does not cover breakage.

The standard glass is the "trade-marked package" for "Coca-Cola" at the soda fountain. It is the highest quality thin blown glassware constructed for durability. This is the glass in which your customers expect "Coca-Cola" to be served.

Prices (subject to change without notice):

6-Dozen Carton.....45c per dozen

1-Dozen Carton.....50c per dozen

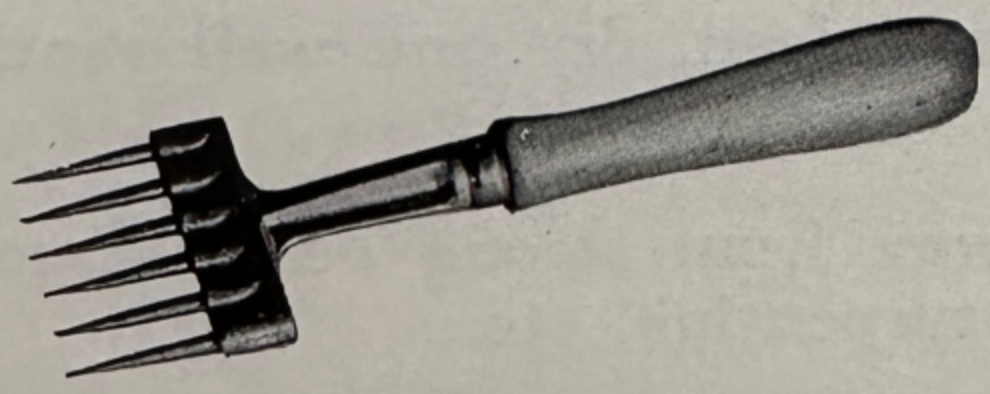
# USE AT YOUR FOUNTAIN

*from whom you purchase your "Coca-Cola" syrup.*

## *The Non-Corrosive* ICE SCOOP

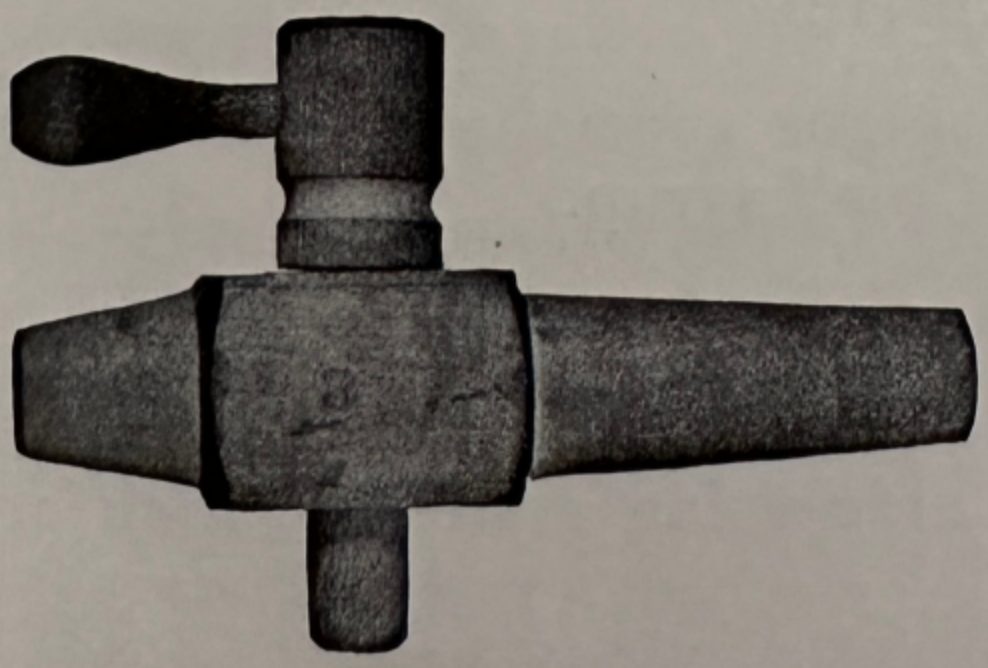
This Scoop measures accurately the correct amount of Finely Chipped Ice to be used in each glass of "Coca-Cola".

## *The Six-Pronged* ICE CHIPPER



Finely Chipped Ice is the only kind of ice to use in fountain drinks. This chipper is designed to chip ice just the right size for each glass of "Coca-Cola".

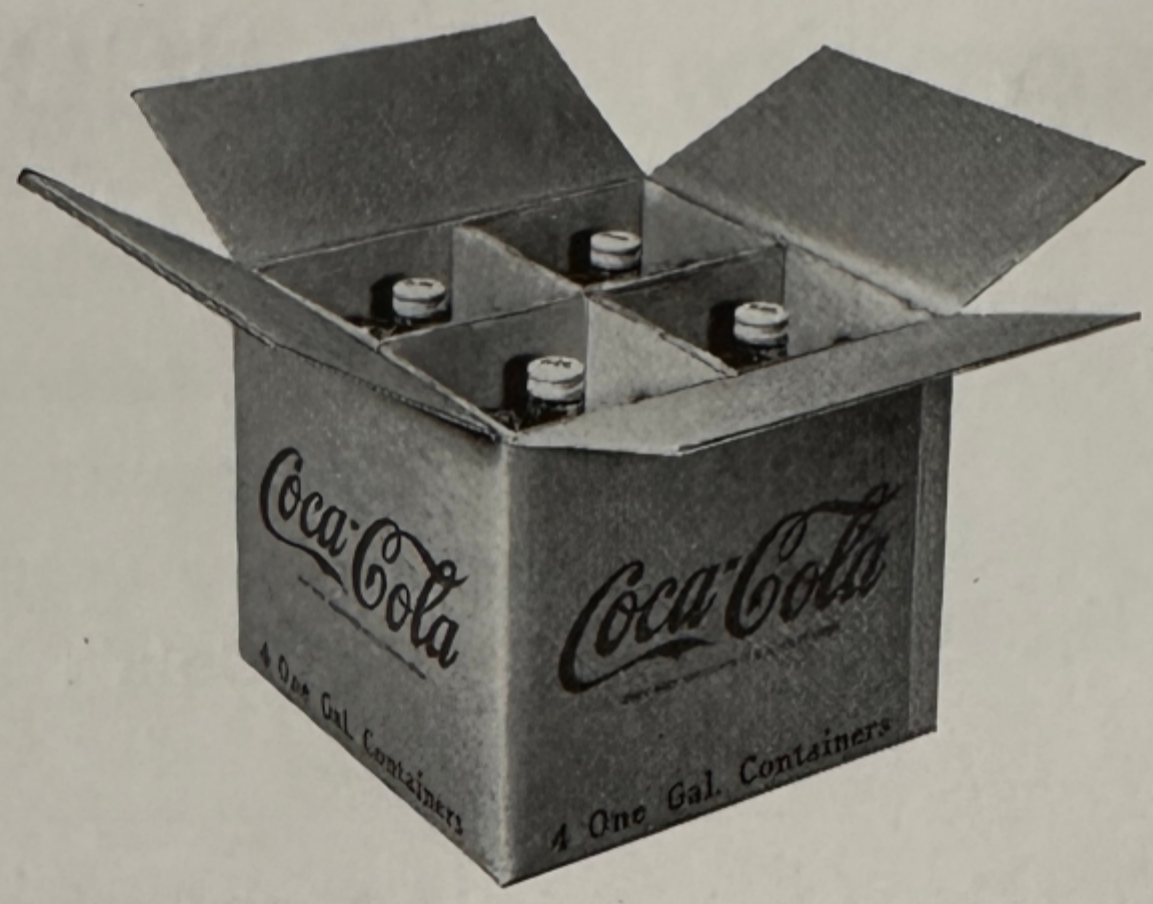
## *The Specially Treated* WOODEN SPIGOT



For use in barrels. This is the simplest and safest means of drawing "Coca-Cola" syrup from the barrel.

# PROTECTING "COCA-COLA" SYRUP

Every package of "Coca-Cola" syrup represents an investment of your money. You can protect that investment by following a few simple rules. Here they are:




1. Buy your syrup in quantities that will meet your weekly needs. Many of the better fountain operators are buying weekly—so as to get the many advantages of more rapid turnover on a smaller investment.

2. Always store "Coca-Cola" in the coolest place available. Avoid furnaces, stoves, hot water lines, etc.

3. Keep the storage room clean, dry and well ventilated.

4. Keep "Coca-Cola" away from strong odors—creosote, benzine, drugs, turpentine, etc.

5. Keep at least one gallon of syrup pre-chilled in the dry cold compartment of the fountain for refilling syrup jar or fountain Dispenser.

If you use barrels, here are several suggestions you will want to follow:

1. Keep the air vent tightly closed when syrup is not being drawn from the barrel.

2. Use only the wooden spigot specially prepared for use in barrels of "Coca-Cola" syrup.

3. Use only clean glass containers for transferring syrup from original package to fountain.

4. Store the barrel on its side using a wooden rack or Red Rocker.

# HOW YOU CAN MAKE THE MOST OUT OF YOUR FOUNTAIN?

**1.** Display and advertise at the fountain *only those products* which are sold at the fountain.

**2.** Keep the fountain counter clear for service. The fountain counter is your most expensive equipment and should be used to serve profitable fountain items. Don't clutter it up or use it as a showcase for miscellaneous merchandise.

**3.** Keep the backbar bright and shiny. A display of sparkling glassware gives the whole fountain a wholesome atmosphere of sparkling cleanliness.

**4.** Feature your fountain in your
*A. Newspaper ads.*
*B. Handbills.*
*C. Inserts with monthly bills.*
*D. Window strips.*
*E. Movie and radio advertising.*

**5.** Keep your fountain clean! Cleanliness is your most important fountain merchandising tool. It insures continued fountain profits.

Let the public know they can get quality products at your fountain—made right—served by courteous attendants—in clean attractive surroundings. Make the most of these powerful factors in fountain merchandising—

DISPLAY
QUALITY COURTESY
CLEANLINESS SERVICE

# The Dispenser for "Coca-Cola" Solves Your Fountain's Biggest Problems, Because:

1. IT PROVIDES ADEQUATE ADDITIONAL REFRIGERATION ASSURING "COCA-COLA" BELOW 38°.
2. IT FURNISHES REFRIGERATION TO THE POINT OF SERVICE ELIMINATING LONG LEAD LINES.
3. IT DIRECTLY REFRIGERATES "COCA-COLA" SYRUP AS WELL AS CARBONATED WATER.
4. IT GIVES POSITIVE, DEFINITE SYRUP CONTROL ASSURING YOU OF 115 DRINKS PER GALLON.
5. ITS FLOWING MIX ASSURES YOU OF UNIFORM, WELL CARBONATED "COCA-COLA".
6. IT SIMPLIFIES THE SERVING OF "COCA-COLA" AND SPEEDS UP SERVICE AT THE FOUNTAIN.
7. ITS MODERN DESIGN AND APPEARANCE OFFER AN EXCELLENT OPPORTUNITY TO PROPERLY MERCHANDISE YOUR PROFIT LEADER.

# How You May Derive the Greatest Benefit from Your Fountain Dispenser for "Coca-Cola"

1. By maintaining the proper size *ice* formation in your fountain cooler box at all times, in order to insure cold carbonated water being delivered to your Dispenser.

2. By checking your carbonating equipment daily. The valve of your Dispenser is set to deliver in the standard glass for "Coca-Cola" a THOROUGHLY MIXED and PROPERLY PROPORTIONED DRINK IN FIVE SECONDS' TIME. Low gas pressure means a slow drawing of drink, and possibly a drink not thoroughly mixed. Too high gas pressure may result in too fast flow and excessive foaming.

3. By keeping a day's supply of "Coca-Cola" syrup in your dry, cold compartment, so that it will be chilled when ready to use.

4. By keeping your Dispenser well *iced* at all times, with ice cracked EGG SIZE or SMALLER, but NOT SHAVED. It will be necessary to push ice down occasionally to avoid bridging.

5. By serving at all times the correct amount of finely chipped ice in the drink.

6. By using only the thin-blown standard glass for "Coca-Cola."

# *Thirty Minutes...* ONCE A WEEK INSURES

## OUTLET NOZZLE—DO THIS DAILY

1. Turn nozzle to left and remove as shown in Fig. No. 1. Use only finger pressure. (Omit if Dispenser serial is below R-18011 or C-6940.)
2. Pull HANDLE forward, draw drink and hold handle open, permitting carbonated water to continue to run, after one drink is drawn.
3. Insert short handle cleaning brush inside outlet and brush with circular motion.
4. The water running throughout this cleaning operation will flush out nozzle as it is being cleaned.

## TO DRAIN SYRUP (Use a clean GLASS container to catch syrup)

1. Pull HANDLE forward.
2. With HANDLE forward, lift HANDLE STOP, then push HANDLE back towards Dispenser body.
3. When all syrup has been drained (with handle in draining position) rinse out syrup tank with cold water.
4. Let HANDLE STOP down.

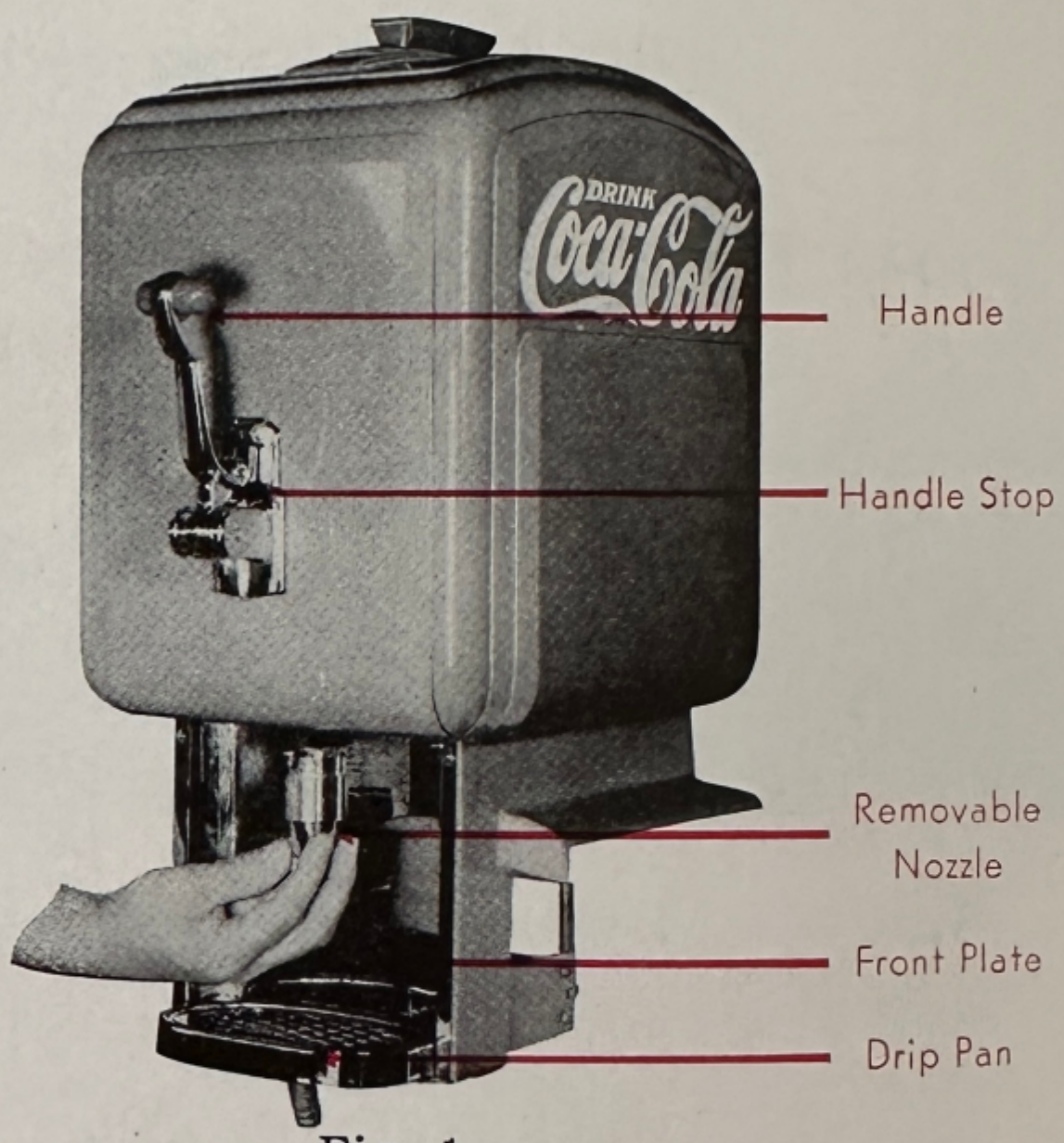



Fig. 1

## CLEAN SYRUP TANK

1. Mix one box of baking soda with one gallon of tap water and fill syrup tank with this soda solution. Soda solution should remain in tank at least five minutes.
2. Drain soda solution from tank (same way syrup was drained). (Save this soda solution for cooler compartment.) Rinse tank with cold water until all trace of soda solution is gone. Dry tank thoroughly using clean cloth.

## COOLER COMPARTMENT

1. Remove ice and overflow pipe, allowing ice water bath to drain.
2. Insert long-handled cleaning brush (supplied with Dispenser) full length down DRAIN through rubber drain hose. Do this several times.
3. Use a brush to scrub coil assembly and inner lining of Dispenser.

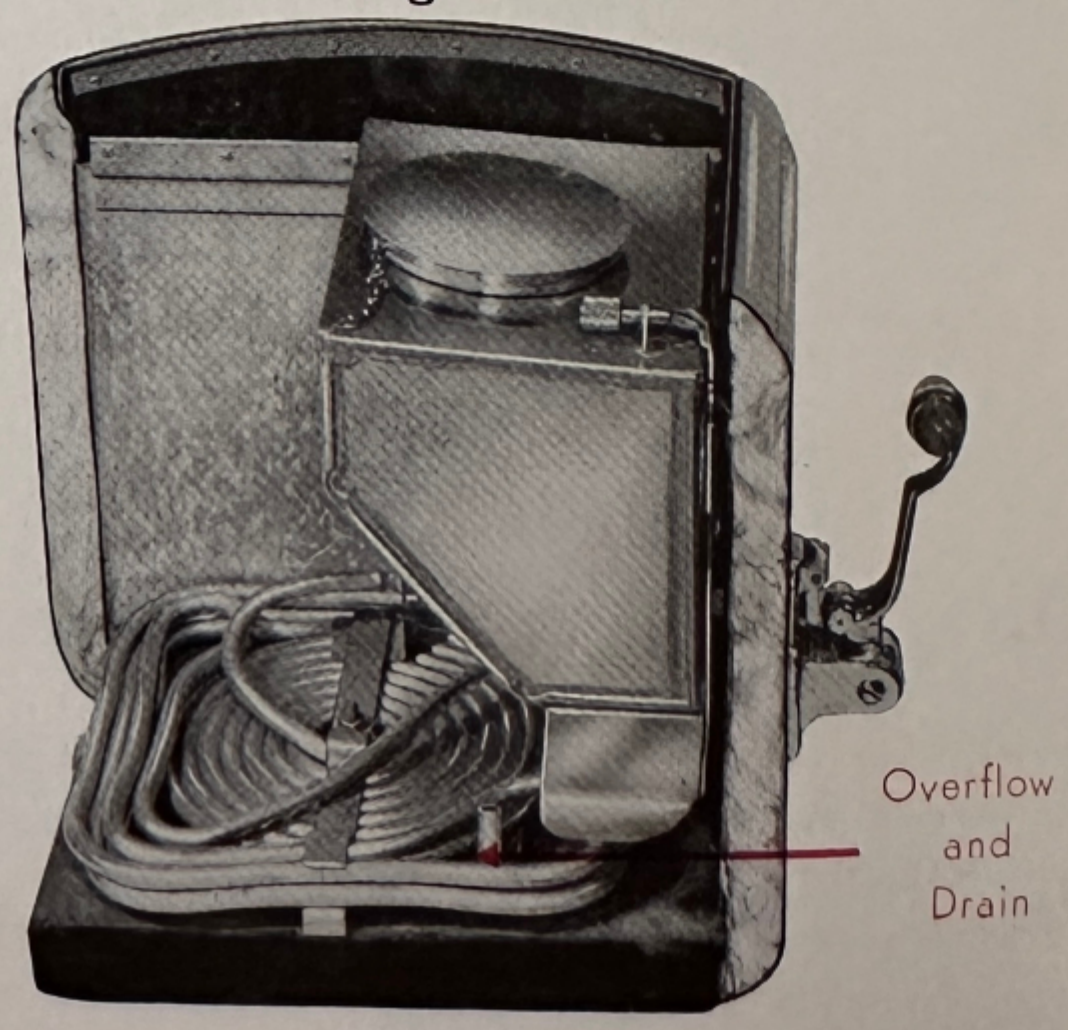



Fig. 2

# A CLEAN *Profitable* OPERATION

4. Lower syrup tank (see Fig. Nos. 3 and 4) and brush behind tank and valve.
5. Flush out thoroughly with fountain hose, using sufficient pressure to remove any loose particles.
6. Replace overflow pipe, and refill cooler compartment with soda solution from syrup tank. Let stand for five minutes.
7. Remove overflow pipe. Let soda solution drain.
8. Flush thoroughly with fountain hose.
9. Replace drain pipe and syrup tank. Re-ice. (Ice, egg-size.) Add one quart water for water bath. Refill syrup tank.
10. FRONT PLATE should be removed and cleaned. On RAIL TYPE pull out DRIP PAN and clean.
11. OUTSIDE BODY should be washed with mild soap and water. Then WAX and polish.

**Do This If Your Dispenser Serial Number is Above R-18011 or C-6940**

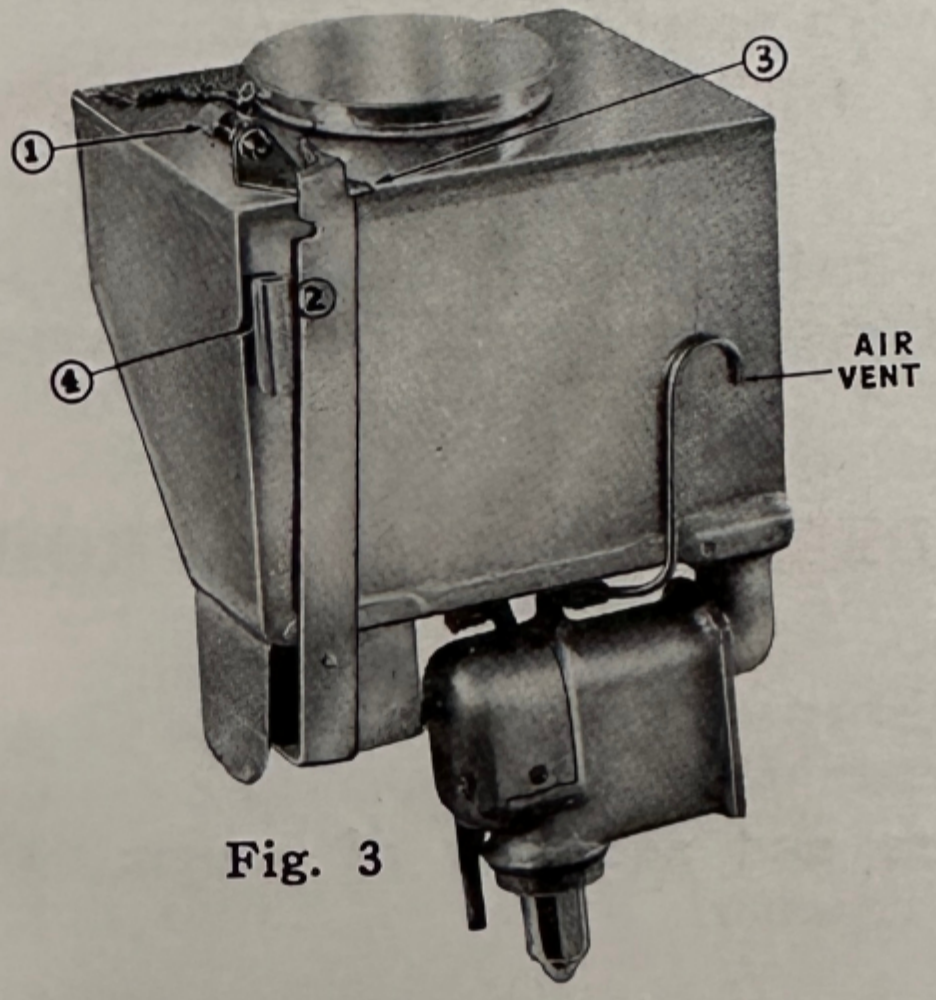



Fig. 3

Fig. 4

## TO CLEAN AROUND VALVE AND AIR VENT

(Drain Syrup From Tank)

Loosen set screw pin (1), move lever arm (2) into catch (3). (See Fig. No. 3.) Syrup tank can then be pushed back to position shown in Fig. 4. In this position air vent can be removed for cleaning, also enabling easy cleaning around valve.

## TO REPLACE IN OPERATING POSITION

Pull tank forward tightly against Dispenser body. Move lever arm left from catch (3) into flanged catch (4). With lever arm in this position, tighten set screw (1) against flanged catch on top of lever arm (2). Be sure lever arm (2) is behind metal flange attached to body so that tank will be held firmly in correct position.

# Practical Operating Pointers

## 1. INSUFFICIENT OR NO SYRUP IN DRINK:

a. Be certain to pull handle all the way down to get complete syrup content.

b. In drawing a number of drinks in rapid succession, be certain to allow handle to remain in upright position for two or three seconds between drinks so that measuring chamber of dispensing valve may fill completely.

c. Check syrup tank to make sure it contains syrup.

d. Check valve air intake tube. The air intake tube is the long slender hooked tube coming from the top of valve. If this tube is obstructed, no syrup or insufficient syrup will flow from valve. To clean this tube, draw off a drink from Dispenser and leave handle down permitting only carbonated water to flow. Place palm of hand over outlet nozzle for a few seconds. This will force carbonated water back up through air intake tube, clearing it. Check water bath in cooler compartment to make certain level is not above air intake tube. If condition continues, remove vent and clean. (See figure 3, page 23.)

e. Check syrup strainer located in syrup tank to make sure it is not obstructed.

f. If instructions for cleaning dispensing valve and outlet nozzle have not been followed on regular schedule, outlet nozzle may become obstructed, interfering with proper syrup flow.

## 2. NO CARBONATED WATER OR EXTREMELY SLOW FLOW:

a. Check carbonating equipment to make sure it is operating properly. Check accuracy of regulator and gauge. If gauge creeps or leaks, have it repaired.

b. Check all connections for leaks.

## 3. EXCESSIVE FOAMING AS DRINK IS DRAWN FROM OUTLET NOZZLE:

a. Check cooler compartment of Dispenser to make sure it is properly iced (warm carbonated water may cause foaming).

b. Check regulator gauge pressure and accuracy of gauge. If gauge creeps or leaks, have it repaired.

c. Vent carbonator.

d. Draw a drink from Dispenser and hold handle down, allowing carbonated water to continue to flow until coils and systems are purged.

e. If Dispenser is connected to mechanically refrigerated fountain cooler box, check fountain cooler box to determine if ice formation is too large. To secure proper refrigeration in such a case, adjust syphon valve as directed by manufacturer's instructions.

## 4. WATER LEVEL IN COOLER COMPARTMENT ABOVE OVERFLOW PIPE:

a. Drippage in front of Vent below handle mounting bracket indicates obstructed drain. Remove overflow pipe and clean drain hose.